

# SYLLABUS

## 1. Information regarding the program

1.1 Higher education institution	<b>University of Oradea</b>
1.2 Faculty	<b>Faculty of Economic Sciences</b>
1.3 Department	<b>Department of International Business</b>
1.4 Field of study	<b>Economics and International Business</b>
1.5 Cycle of study	<b>Cycle II - Master</b>
1.6 Program of study /Degree	<b>International Business Administration / Master Degree</b>

## 2. Information regarding the discipline

2.1 Name of discipline	<b>EXTERNAL TRADE AND CUSTOMS UNION IN EU</b>						
2.2 Course titleholder	Lecturer Dr. Adrian NEGREA						
2.3 Seminar titleholder	Lecturer Dr. Adrian NEGREA						
2.4 Year of study	II	2.5 Semester	III	2.6 Type of assessment	Ex.	2.7 Type of discipline	I

(I) Compulsory; (O) Elective; (F) Facultative

## 3. Estimated total time (hours/semester of activities)

3.1 Number of hours/week	3	out of which: 3.2 course	2	3.3 seminar	1
3.4 Total of hours in the Curriculum	42	out of which: 3.5 course	28	3.6 seminar	14
<b>Distribution of hours:</b>					<b>126 Hrs.</b>
Studying the workbook, course book, bibliography and notes					42 hrs.
Supplementary documentation in the library, on electronic specialty sites and in the field					42 hrs.
Preparing seminars/laboratories, themes, projects, portfolios and essays					34 hrs.
Tutorship					2 hrs.
Assessment activities					6 hrs.
Other activities.....					-
3.7 Total hours of individual study	<b>126</b>				
3.9 Total hours/semester	<b>168</b>				
3.10 Number of credits	<b>6</b>				

## 4. Pre-requisites (if applicable)

4.1 Curriculum	N/A
4.2 Skills	N/A

## 5. Conditions (if applicable)

5.1. concerning the course activities	Room equipped with video projector and magnetic/smartboard.
5.2. concerning the seminar/laboratory activities	<p>Room equipped with video projector, magnetic/smartboard and computers connected to the Internet, specific software clearing operations.</p> <p>Using the computer, specific software etc. in teaching and learning:</p> <p>Programs and software used:</p> <ul style="list-style-type: none"> <li>- TARIC</li> <li>- Windows XP, Microsoft Office</li> <li>- Win RAR, Free PDF; Sumatra PDF</li> <li>- Internet Explorer</li> </ul> <p>Databases used:</p> <ul style="list-style-type: none"> <li>- Intranet EU, EDCO</li> <li>- SAGE Publication</li> <li>- EUROSTAT, EU Bookshop, EUR Lex</li> <li>- WTO</li> <li>- WILEY Interscience</li> </ul>

<b>6. Specific skills acquired</b>	
<b>Professional skills</b>	<ul style="list-style-type: none"> <li>▪ C1.2 Developing and communicating actual arguments for interpreting real situations in an international context; analysis and interpretation of transactional situations in the international business environment</li> <li>▪ C1.3 Managing and using complex data bases resorting to established models and testing them; using the trading techniques in an international context</li> <li>▪ C1.4 Enunciating and communicating solutions to complex real business situations using integrated techniques and procedures in the international context; argumentation for using a certain trading technique, taking into account the peculiarities of the business environment</li> <li>▪ C2.2 Collection, integrated analysis and thorough interpretation of information on the organization and financing of activities of international companies; developing actual arguments for interpreting real situations in the international business environment</li> <li>▪ C2.3 Organizing and financing business activity under changing circumstances; managing and using complex data bases resorting to established models and testing them</li> <li>▪ C2.4 Assessing the impact of changes in the international environment in order to adapt the organization of the business to the new context; formulating solutions for complex real business situations using integrated techniques and procedures in the international context</li> <li>▪ C2.5 Drafting an organizing project appropriate to complex real situations in the international environment; designing a decision-making system for a multinational company</li> <li>▪ C3.3 Identifying strategies applicable to real complex situation in the international context</li> <li>▪ C3.4 Developing a strategic vision in the context of the complex international business environment by using multi-criteria dynamic methods</li> <li>▪ C3.5 Identifying strategies applicable to the international business environment</li> <li>▪ C4.3 Carrying out market survey in international business environment and implementing strategies using integrated techniques and procedures in the international context</li> <li>▪ C4.4 Drafting and substantiating the implementation of a strategy and enunciating alternative solutions in the context of a dynamic business environment</li> <li>▪ C4.5 Testing the results of implementing identified strategies so as to validate them</li> <li>▪ C5.3 Analysing and thorough interpreting of various information in order to explain concepts specific to the field in real situations; using integrated techniques and procedures for international negotiations and coordination of multicultural organizations</li> <li>▪ C5.4 Conducting surveys in order to interpret a real situation in the international context; developing a strategic vision based on the complexity of the international business environment</li> <li>▪ C5.5 Monitoring the expertise designed to interpret real situation in the international context and drafting a management project of a multinational company</li> </ul>
<b>Transversal Skills</b>	<ul style="list-style-type: none"> <li>• CT1. Achieving independently or with the group the complex tasks / objectives in developing and implementing international projects under time pressure, in conditions of uncertainty, risk and multiculturalism, and enforcement of norms and professional ethics and values for decision</li> <li>• CT2. Planning and organizing human resources within a group / an organization in terms of acceptance of diversity of opinion and culture, and of critical attitudes; their critically-constructive evaluation.</li> <li>• CT3. Assuming the need for continuous training to create prerequisites for career progression and adaptation of one's own professional, managerial and communicational skills to the dynamics of the national and international business environment.</li> </ul>

### **7. Objectives of discipline (resulting from the grid of specific skills acquired)**

7.1 General objective of discipline	<ul style="list-style-type: none"> <li>▪ This course is an introductory course in international economics. The course focuses on microeconomic dimensions of trade relations between countries, examines why nations engage in international trade and evaluate the benefits and costs of such activity; the arguments for and against trade protection; and the impact of trade on developing economies.</li> <li>▪ This course will attempt to cover a broad array of relevant topics over the duration of an (all-too short) semester. In doing so, it will emphasize both theoretical (mathematical/analytical) models as well as empirical studies of how well those models fit “real world” data. Moreover, the course will frequently compare and contrast alternative theories/conceptions of the nature of international trade and the gains or losses thereof. Understanding the economic intuition behind the technically demanding models as well as thinking critically about the assumptions behind the</li> </ul>
-------------------------------------	--

	<p>theories and how well they fit actual trading economies will be a major focus. The rather unique nature of what this course attempts to achieve is underlined by the fact that there is no single textbook that would serve our purpose. We will use a standard textbook to identify and broadly comprehend the core set of theories that graduate Master students of international trade would be exposed to in a typical course. We will then use different books, papers, articles, commentaries, empirical sources, etc. to explore the relevance of various trade theories/models to the world that we live in, both in terms of their logical-deductive structure and empirical performance, as well as their policy implications for growth, income distribution, and development. This will provide us with the perfect segue then to chip away at the (artificial) barriers dividing trade theory from international finance, economic history, growth, and development theory, and even aspects of political sociology. Moreover, apart from providing us with a chance to re-evaluate the case for “free” trade from different perspectives, our approach will also help us come to terms with the ever-widening breach between varying perceptions of somewhat amorphous (and misleading) terms such as “trade liberalization” and “globalization.”</p> <ul style="list-style-type: none"> <li>▪ This course is being offered at a very interesting time. Debates surrounding the process of “globalization” have aroused much interest both in academic circles and amongst global citizenry.</li> <li>▪ This course will provide an excellent opportunity to discuss some of these issues and to use theoretical tools to make sense of the fundamental arguments involved. Since it is not possible to cover all aspects of international trade in class, the lectures will focus on a “core” of major theoretical models, policy analyses, and empirical studies. Student participation will be sought and encouraged.</li> </ul>
7.2 Specific objectives	<ul style="list-style-type: none"> <li>▪ To learn basic trade theories (Heckscher-Ohlin Theory, Ricardian Theory, Linder Hypothesis, and New Trade Theory etc.);</li> <li>▪ To provide an insight in the economic developments that are changing the European and global market place today;</li> <li>▪ To understand trade issues as they relate to EU policies and marketing strategies and world economic events;</li> <li>▪ To examine problems, conflicts, and interdependency in the global economy;</li> <li>▪ To understand the uses of empirical and theoretical tools as they apply to trade.</li> <li>▪ Upon completion of this course, Master students should be: <ul style="list-style-type: none"> <li>- be familiar with historical, economic and institutional developments of the international trade and policies;</li> <li>- understand the economic theory of customs unions and be familiar with the main features of the regional integration;</li> <li>- critically discuss the economic issues involved in the main trade policy areas;</li> <li>- understand economic issues of the Common Trade Policy in the EU;</li> </ul> </li> </ul> <p><b>Expected learning outcomes</b></p> <p>Upon successful completion of this course, the Master student will be able to:</p> <ul style="list-style-type: none"> <li>• Distinguish between international trade, external trade and different trade policies.</li> <li>• Discuss the importance of trade in the world and how this has changed over the past decades.</li> <li>• Describe the current world trading system and the basic rules underlying this system.</li> <li>• Explain and discuss historic, current, and emerging economic models in the EU and around the world.</li> <li>• Discuss recent developments in the field of international macroeconomics.</li> <li>• Use an analytical framework to examine contemporary international economic issues.</li> <li>• Discuss international trade and the issues arising from the globalization of markets.</li> <li>• Discuss the concepts of foreign exchange, its importance to individuals, businesses, and the performance of national economies, and how foreign exchange markets work.</li> <li>• Analyse policy issues related to international trade.</li> <li>• Describe the legal system governing international economic transactions and international economic relations.</li> <li>• Answer the four trade questions: “Why do countries trade?,” “How does trade affect production and consumption in each country?,” “Which country gains from trade?,” and “Within each country, who are the gainers and losers from opening trade?”</li> <li>▪ Communication: enhancement of communication skills related to the main topics of the course.</li> </ul>

## 8. Contents

8.1 Course (C)	Teaching methods	Observations
8.1.1. Trade in the Global Economy	Assisted PPT Lecture presentation, discussion, problem-solving, interactive discussions/debates, exposition of economic arguments alongside examples, illustrations, and questions that bring the contemporary topic to life	2 hrs.
8.1.2. About International Economics and Trade	Assisted PPT Lecture presentation, discussion, problem-solving, interactive discussions/debates, exposition of economic arguments alongside examples, illustrations, and questions that bring the contemporary topic to life	2 hrs.
8.1.3. World Trade: An Overview	Assisted PPT Lecture presentation, discussion, problem-solving, interactive discussions/debates, exposition of economic arguments alongside examples, illustrations, and questions that bring the contemporary topic to life	2 hrs.
8.1.4. Labor Productivity and Comparative Advantage: The Ricardian Model	Assisted PPT Lecture presentation, discussion, problem-solving, interactive discussions/debates, exposition of economic arguments alongside examples, illustrations, and questions that bring the contemporary topic to life	2 hrs.
8.1.5. Specific Factors and Income Distribution	Assisted PPT Lecture presentation, discussion, problem-solving, interactive discussions/debates, exposition of economic arguments alongside examples, illustrations, and questions that bring the contemporary topic to life	2 hrs.
8.1.6. Resources and Trade: The Heckscher-Ohlin Model	Assisted PPT Lecture presentation, discussion, problem-solving, interactive discussions/debates, exposition of economic arguments alongside examples, illustrations, and questions that bring the contemporary topic to life	2 hrs.
8.1.7. The Standard Trade Model	Assisted PPT Lecture presentation, discussion, problem-solving, interactive discussions/debates, exposition of economic arguments alongside examples, illustrations, and questions that bring the contemporary topic to life	2 hrs.
8.1.8. External Economies of Scale and the International Location of Production	Assisted PPT Lecture presentation, discussion, problem-solving, interactive discussions/debates, exposition of economic arguments alongside examples, illustrations, and questions that bring the contemporary topic to life	2 hrs.
8.1.9. Firms in the Global Economy: Export Decisions, Outsourcing, and Multinational Enterprises	Assisted PPT Lecture presentation, discussion, problem-solving, interactive discussions/debates, exposition of economic arguments alongside examples, illustrations, and questions that bring the contemporary topic to life	2 hrs.
8.1.10. The Instruments of Trade Policy	Assisted PPT Lecture presentation, discussion, problem-solving, interactive discussions/debates, exposition of economic arguments alongside examples, illustrations, and questions that bring the contemporary topic to life	2 hrs.
8.1.11. The Political Economy of Trade Policy	Assisted PPT Lecture presentation, discussion, problem-solving, interactive discussions/debates, exposition of economic arguments alongside examples, illustrations, and questions that bring the contemporary topic to life	2 hrs.
8.1.12. Trade Policy in Developing Countries	Assisted PPT Lecture presentation, discussion, problem-solving, interactive discussions/debates, exposition of economic arguments alongside examples, illustrations, and questions that bring the contemporary topic to life	2 hrs.
8.1.13. Controversies in Trade Policy. EU – Global Trade Player	Assisted PPT Lecture presentation, discussion, problem-solving, interactive discussions/debates, exposition of economic arguments alongside examples, illustrations, and questions that bring the contemporary topic to life	2 hrs.
8.1.14. National Income Accounting and the Balance of Payments	Assisted PPT Lecture presentation, discussion, problem-solving, interactive discussions/debates, exposition of economic arguments alongside examples, illustrations, and	2 hrs.

	questions that bring the contemporary topic to life	
<p><b>Compulsory Bibliography</b>  The course will make use of the following textbook:  Paul R. Krugman, Maurice Obstfeld, Marc Melitz, <i>International Economics: Theory and Policy</i>, 9/E, ISBN-10: 013801891X, ISBN-13: 9780138018917, Pearson Prentice Hall, 2012  In addition we use a couple of papers from other sources, to complement the book. This additional literature will be made available on the course website developed on the e-learning platform <a href="https://distance.iduoradea.ro">https://distance.iduoradea.ro</a>, hence it will not be distributed in another way. The course website will contain the syllabus (and any updates) plus announcements, assignments, and other useful information (e.g., links to readings and related websites).</p> <p><b>Recommended Bibliography:</b>  Bobek, Vito, <i>International Trade from Economic and Policy Perspective</i>, InTeOp, ISBN 9535107088, 2012  Feenstra, Robert C.; Taylor, Alan M., <i>International Trade [With Study Guide]</i>, Edition 0002, WORTH PUBL INC, 2010, ISBN-10: 1-4292-4104-7, ISBN-13: 978-1-4292-4104-5</p>		
<b>8.2 Seminar (S)</b>	<b>Teaching methods</b>	<b>Observations</b>
<p><b>8.2.1. Seminars 1-4</b></p> <ul style="list-style-type: none"> <li>- Organizational Seminar (the seminar presentation plan, requirements and workflow, allocation of essays, texts to comment on, reaction works and case studies).</li> <li>- Topics of discussion and Master student presentations based on individual study: <ul style="list-style-type: none"> <li>• Case studies on foreign trade and trade policy in different regions of the world: U.S., China, Japan, Germany, UK, Netherlands, France etc.</li> <li>• globalization and international trade</li> <li>• principles of international trade</li> <li>• Expanding and collapsing one customs territory</li> <li>• Free trade areas and customs unions</li> </ul> </li> <li>- Role play</li> <li>- Problem solving and practical applications specific discipline</li> <li>- Collection of statistical information and specialized</li> <li>- Documentation for learning and achievement Case studies</li> <li>- Case studies proposed: <ul style="list-style-type: none"> <li>• Case study: Morgan Motor Co.. - Export and development in a small company</li> <li>• Case study: FCX Systems</li> <li>• Case study: Red Spot Paint &amp; Varnish</li> <li>• Case study: Exports supported by a "small" government aid</li> <li>• Case study: commercial dispute Active Matrix Liquid Crystal Displays company</li> <li>• Case study: Boeing versus Airbus Dispute</li> <li>• Case study: Trade hormone treated beef</li> <li>• Case study: U.S. Magnesium require trade protection</li> <li>• Case study: subsidized wheat production in Japan</li> <li>• Case study: Trade textiles - holding the Chinese giant chess</li> <li>• Case study: U.S. cotton subsidies and global trade</li> <li>• Case study: The Rise of Finnish company Nokia</li> <li>• Case study: Estimated earnings of foreign trade of America</li> <li>• Case study: Ecuadorian rose industry</li> <li>• Case study: Moving "white collar" American abroad</li> <li>• Case study: Is China a neomercantilist nation?</li> <li>• Case study: 3M export strategy</li> </ul> </li> </ul>	<p>Seminar discussions are based upon the compulsory readings and teaching introductions to the subject given at each session by the instructor. All Master students are expected to join the seminar discussions following the teaching introductions with prepared questions and points related to the readings and with new ideas related to the conclusions presented. Seminar discussions, team work, problem-solving, role play, case studies, text commentary, essay, reaction paper, practical applications.</p>	<p>8 hrs.</p>
<p><b>8.2.2. Seminars 5-7:</b></p> <p>Effects of trade creation and diversion. Effects of trade policy on perfectly competitive markets and in markets with imperfect competition and distortion.</p> <ul style="list-style-type: none"> <li>- The case of small economies;</li> <li>- If a large economy.</li> </ul>	<p>Seminar discussions, team work, problem-solving, role play, case studies, text commentary,</p>	<p>6 hrs.</p>

<ul style="list-style-type: none"> <li>- Problems analyzed:</li> <li>- Unemployment and trade policy;</li> <li>- Infant industry argument and dynamic comparative advantage;</li> <li>- The case of foreign monopoly;</li> <li>- The power monopoly and trade;</li> <li>- Public goods and national security;</li> <li>- Trade and the environment.</li> <li>- Economies of scale and international trade.</li> </ul>	essay, reaction paper, practical applications.	
---	--	--

**Compulsory Bibliography**  
 The seminar will make use of the following textbook:  
 Paul R. Krugman, Maurice Obstfeld, Marc Melitz, *International Economics: Theory and Policy*, 9/E, ISBN-10: 013801891X, ISBN-13: 9780138018917, Pearson Prentice Hall, 2012  
 In addition we use a couple of papers from other sources, to complement the book. This additional literature will be made available on the course website developed on the e-learning platform <https://distance.iduoradea.ro>, hence it will not be distributed in another way. The course website will contain the syllabus (and any updates) plus announcements, assignments, and other useful information (e.g., links to readings and related websites).  
**Recommended Bibliography:**  
 Bobek, Vito, *International Trade from Economic and Policy Perspective*, InTeOp, ISBN 9535107088, 2012  
 Feenstra, Robert C.; Taylor, Alan M., *International Trade [With Study Guide]*, Edition 0002, WORTH PUBL INC, 2010, ISBN-10: 1-4292-4104-7, ISBN-13: 978-1-4292-4104-5

**9. Corroboration of the contents of the discipline with the expectations of the epistemic community, professional associations and employers representing the field of study of the program**

- The course content is linked to that of similar subjects taught at prestigious universities in Romania and abroad, as well as to that of the expectations of the epistemic community representatives, professional associations and employers who are representative for the program.

**10. Assessment**

Type of activity	10.1 Assessment criteria	10.2 Assessment methods	10.3 Percentage of the final grade
10.4 Course (C)	An active presence in class. Subject content knowledge; understanding and correct use of the specialty concepts and the terms introduced by the discipline. Properly solve the issues of the final exams.	<b>Mode of evaluation :</b> Written <b>Category:</b> final examination during examination period <b>Type of evaluation:</b> Closed book The final exam consists of: written exam – 1 research project based on 4 modules filled out by the Master student Minimum requirements: <ul style="list-style-type: none"> <li>• Obtaining at least a grade 5 for seminar activity</li> <li>• Knowledge and understanding of course content to the essential ideas presented in teaching materials</li> <li>• Obtaining at least a grade 5 final exam</li> <li>• Participation at least 50% of classes (courses and seminars)</li> </ul> Requirements for Note 10: <ul style="list-style-type: none"> <li>• Knowledge and understanding of the full content of teaching materials made available</li> <li>• An active presence at lectures and seminars</li> <li>• Fair treatment of all subjects in the final examination</li> <li>• One completion of at least one</li> </ul>	50%

		<p>additional recommended bibliographic works</p> <ul style="list-style-type: none"> <li>• Obtaining full marks in continuous assessment during the semester + activities like themes / papers / essays / case studies in the workshop activities</li> <li>• Participation in at least 80% of courses and seminars.</li> </ul>	
10.5 Seminar (S)	<ul style="list-style-type: none"> <li>• Active presence at seminars</li> <li>• Read at least one additional recommended bibliographic works</li> <li>• Perform at least 2 Seminar and presentation in seminar activities</li> <li>• The result of the evaluation periodically tests grid</li> </ul>	<p>Individual and group activities sustained during seminars: team work, role play, case study, text commentary, research essay, reaction paper, practical applications.</p> <p>There will be one midterm exam and a research paper/essay and/or a reaction paper (due at seminar scheduled at the first seminar of the semester). Problem sets will be distributed to provide practice and to help fix ideas. The paper prepared for the seminar will count for 40% of the grade, respectively. The active presence (minimum 80% presence) at the seminars will count for the other 10%.</p> <p>Research Essays (6-7 pages) must deal with one of several international trade and trade policies topics to be selected from a list given by the seminar instructor. The research essays and reaction papers must meet certain academic standards suggested by the seminar instructor.</p>	50%
10.6 Laboratory (L)	-	-	-
10.7 Project (P)	-	-	-
10.8 Practical works (P)	-	-	-
10.9 Minimum performance standard			
<ul style="list-style-type: none"> <li>▪ Designing a study / international business project</li> <li>▪ Designing of two international business studies/projects/seminar works and presenting them within the seminar activities</li> <li>▪ Making a diagnosis of an intra-European or global business from the public and/or private perspective</li> <li>▪ Developing a regional (local) integration study</li> <li>▪ Finding real time solutions, having qualified assistance, solving a real/hypothetical problem at the workplace, complying with the rules of professional ethics</li> <li>▪ Designing a work/project, assuming the responsibility of tasks specific to the role of multi-specialized team</li> </ul>			

**Date**

**26.09.2019**

**Course titleholder:**

**Lecturer Adrian NEGREA, Ph.D.**

**Seminar titleholder:**

**Lecturer Adrian NEGREA, Ph.D.**

E-mail address: [ngr\\_adrian@yahoo.com](mailto:ngr_adrian@yahoo.com)

E-mail address: [ngr\\_adrian@yahoo.com](mailto:ngr_adrian@yahoo.com)

**Date of approval in  
the Department:**

**26.09.2019**

**Contact data<sup>1</sup>:**

University of Oradea, Faculty of Economic Sciences, Department of International Businesses  
Universității 1, Building Corp F, floor 1, room F209, Post code 410087, Oradea, Bihor, Romania  
Tel.: 0259-408799; Fax: Fax: 0259-408409  
E-mail: [steconomice@uoradea.ro](mailto:steconomice@uoradea.ro); Web page: <http://steconomiceuoradea.ro>

**Date of approval in  
The Council of the  
Faculty of  
Economic Sciences:**

**26.09.2019**

**Contact data<sup>2</sup>:**

University of Oradea, Faculty of Economic Sciences, Department of Economics  
Universității 1, Building Corp I, room I008a-b, Post code 410087, Oradea, Bihor, Romania  
Tel.: 0259-408109; Fax: Fax: 0259-408409  
E-mail: [steconomice@uoradea.ro](mailto:steconomice@uoradea.ro); Web page: <http://steconomiceuoradea.ro>

**Director of Department,**

**Associate Professor Liana-Eugenia MEȘTER, Ph.D.**

**Dean,**

**Professor Dr. habil. Alina BĂDULESCU, Ph.D.**

---

<sup>1</sup> State the contact information (telephone, e-mail, web page, etc) of the academic institution beneficiary of the *Syllabus*

<sup>2</sup> State the contact information (telephone, e-mail, web page, etc) of the academic institution beneficiary of the *Syllabus*